

Message Text

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UNCLAS BOMBAY 1049

E. O. 11652: N/A
TAGS: BTRA, IN
SUBJ: BUSINESS VISITOR: REAR ADMIRAL KIRPAL SINGH (RETD.
IND. NAVY), DOLPHIN MARINE ENTERPRISES PVT. LTD.,
BOMBAY TO ATTEND OFFSHORE TECHNOLOGY CONFERENCE -
AT HOUSTON - MAY 8-11, 1978

1. REAR ADMIRAL KIRPAL SINGH (RETD.), MANAGING DIRECTOR,
DOLPHIN MARINE ENTERPRISES PVT. LIMITED (DMPL), 275 REAY
ROAD, BOMBAY 400 010 HAS INFORMED US OF HIS FORTHCOMING VISIT
TO HOUSTON FOR TWO WEEKS BEGINNING MAY 6. MR. SINGH IS
PLANNING TO ATTEND THE TENTH ANNUAL OFFSHORE TECHNOLOGY
CONFERENCE (OTC) AT THE ASTRODOME, HOUSTON, TEXAS. HE IS
INTERESTED IN NEGOTIATING AGENCY/DISTRIBUTOR/SERVICE AGENCY
CONTRACTS WITH U.S. FIRMS MANUFACTURING UNDERWATER WELDING AND
FABRICATING EQUIPMENT FOR THE INDIAN OFFSHORE OIL DRILLING
INDUSTRY, AND AMERICAN COMPANIES SPECIALIZING IN SUPPLYING
ELECTRONIC CONTROL SYSTEMS USED IN OIL DRILLING PLATFORMS.

2. DMPL ESTABLISHED IN 1977 BY A TEAM OF EX-INDIAN NAVY
OFFICERS. SUBJECT SPECIALIZES IN OFFERING TECHNICAL SERVICES
FOR SHIP REPAIRS, REPAIRING OFFSHORE OIL WELL PLATFORMS,
UNDER WATER WELDING AND FABRICATING SERVICES, INSTALLATION AND
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SERVICING OF CARGO CONTAINERS AND CONTAINER HANDLING SYSTEMS.
ACCORDING TO MR. SINGH PRINCIPAL CUSTOMERS OF DMPL INCLUDE
OIL AND NATURAL GAS COMMISSION, LOCAL SHIPPING COMPANIES,
AND THE BHABHA ATOMIC RESEARCH CENTRE, BOMBAY. REPORTEDLY
DMPL'S WORKSHOP LOCATED AT MAZAGON IN SUBURBAN BOMBAY.
MR. SINGH TOLD US THAT RECENTLY DMPL WAS RETAINED BY AMERICAN
PRESIDENT LINES, NEW YORK, FOR REPAIR SERVICES ON SOME OF ITS

CONTAINERS IN BOMBAY PORT. DURING ITS FIRST SIX MONTHS OF BUSINESS OPERATIONS DMPL CLAIMS SALES TURNOVER OF RS.300,000 (\$1 IS EUQL TO RS. 8.07).

3. WHILE ATTENDING OTC MEETING AT HOUSTON, MR. SINGH IS INTERESTED IN MEETING REPRESENTATIVES OF U.S. FIRMS INTERESTED IN SEEKING ACCESS TO THE INDIAN MARKET FOR DIVING AND SALVAGING EQUIPMENT, CONTAINER HANDLING SYSTEMS, AND CONTAINER LEASING FIRMS. MR. SINGH HAS EXPRESSED DESIRE TO MEET U.S. FIRMS OFFERING ELECTRONIC CONTROL SYSTEMS USED IN OIL WELL DRILLING PLATFORMS.

4. IN ORDER TO ACQUAINT HIMSELF WITH RECENT DEVELOPMENTS IN THE U.S. CONTAINER INDUSTRY MR. SINGH PROPOSES TO MEET OFFICIALS OF INSTITUTE OF CONTAINER LESSORS AND U.S. CONTAINERIZATION INSTITUTE BOTH AT NEW YORK. MR. SINGH'S ITINERARY INDICATES THAT HE IS ALSO VISITING NEW ORLEANS, DETROIT, AND WASHINGTON, D.C. FOR CONTACTING AMERICAN MANUFACTURERS/EXPORTERS OF CONTAINER HANDLING EQUIPMENT.

5. MR. SINGH'S U.S. CONTACT ADDRESS: CARE OF MR. D. GLEYSTEN, 2317 BANCROFT PLACE N.W., WASHINGTON, D.C. (TEL:202-234-9333). ACCORDING TO MR. SINGH ALTHOUGH OTC AUTHORITIES HAVE AGREED TO ARRANGE HOTEL BOOKINGS, HE HAS THUS FAR NOT RECEIVED ANY CONFIRMATION FROM OTC OFFICIALS. COMMERCIAL INVITATION ISSUED TO MR. SINGH.
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6. ACTION REQUESTED: USDOC IS REQUESTED TO ALERT TRADE SPECIALISTS OF COMMERCE DISTRICT OFFICES AT HOUSTON, NEW YORK, NEW ORLEANS AND DETROIT REGARDING REAR ADMIRAL SINGH'S VISIT TO OTC. PLEASE EXTEND APPROPRIATE BUSINESS ASSISTANCE THROUGH USDOC PROJECT OFFICER AT OTC SITE.
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